

Adnan Riaz

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Date of Birth
Religion
Nationality

December 02, 1981
Islam
Pakistan

FIBERCAST

2017 to 2022

www.fibercast.com.pk



Business Development & OPS Manager

Overall Marketing Strategy for Fiberglass Production and Trade from Global suppliers

Products & Services

Product development, Testing, Mass Production for different items, Corrosion resistant solution for Power, Marine, Construction, Industrial, Oil & Gas sectors

Composites Trainings in Pakistan



Worked for SKK Japan (UAE agent) as country Manager

Products & Special Texture Paint (SKK Japan)
Business planning, budgeting, marketing, contract signing, shipment, applications, resource arranging payments, etc . mostly with real estate developers

Dubai International Reinforced Plastics LLC

Year Feb 2014 to Mar 2016



Deputy General Manager

Market study and business planning, GRP, GRC & GRG
This company was 1st Fiberglass Products Factory in the Gulf region by starting production in 1974 and did major façade and cladding projects.

MAJOR CLIENTS

Major Real Estate developers (Emaar, Nakheel, etc), Government Buildings across Gulf region, Oil & Gas sector, Consultants, Contractors, Recreational products etc.

Au-Vitronics Limited

(www.auvitronics.com)



Oct 2012 – Sep 2013

WPC, PP-PU Composite Doors, Windows, Frames, Manhole Covers upto BSEN 124 D400

Operations Manager (*Alternate Building Materials Division*)

- Product Development, CAD Data, Proto-type models, Technical Testing, Mould Development, Material Selection, Moulding
- State of the art Polyurethane Injection Moulding for Polypropylene/FRP/MDF Doors, Sandwich Panels, Cold Stores
- Manhole Covers from Pedestrian class to (BSEN124 D400)
- WPC door-frames, Windows
- Acoustic Doors for Habib University Foundation dB31 class, worked with LORIENTS UK

MAJOR CLIENTS

Total Parco Pakistan Ltd., Benazir Emergency & Trauma Center, METRO Pakistan Ltd., Indus Motors Ltd., Agri Support Fund-USAID, Government of Sindh, Karachi Nuclear Power, Major Construction project throughout Pakistan with all known Architects, Army Housing, NFRD (Ministry of Defence), EOBI, etc.



Oct 2007 – Sep 2012

UL1316 Underground Petroleum Storage Tanks



Operations Manager cum Marketing Manager

- Oversee the Factory Production, Import of Raw Materials
- Technology transfer from Malaysia to Pakistan
- Negotiations with client, Quote, Order, Planning, Production
- Site Installation supervision

MAJOR CLIENTS

Chevron Pakistan Ltd., Shell Pakistan Ltd., Pakistan State Oil Co. Ltd., Admore Pakistan Ltd., Total Parco Pakistan Ltd., Byco Petroleum, Attock Petroleum, HESCOL, BAKRI. Foreign Embassies, Oman Oil, Gwadar Port, Ministry of Defence Pakistan



April 2006 – Sep 2007

Fiberglass Boats & OBM's



Business & Engineering Trends

July 2004 – Mar 2006



Manager Marketing

- Marketing & Government Tendering
- Import of Raw Material, Moulds, Machinery
- New Product Development
- Modifications in existing designs
- Adoption of new technology, environment friendly materials

MAJOR CLIENTS

Flood Relief Department, Karachi Port Trust, Mangla Dam, Civil Defence, PAF Yacht Club, Marina Boat Club, Pakistan Coast Guards, Pakistan Customs, Marine Fisheries Department, Fishermen, Irrigation & Power Department (Govt. of Sindh), Port Qasim Authority, Private Jetty Owners, German Red Cross Pakistan, Oxfam (GB) Pakistan, Progas Pakistan Ltd., Etc.

Technical Engineer (Development & Marketing)

- Industrial Survey, Plan, Product Design according to the needs
- Fiberglass Boats, Yamaha Marine OBM Engines
- Filament Wound GRP Tanks for chemical storage
- Filament Wound pipes, fittings, Gratings etc

MAJOR CLIENTS

National Refinery Ltd., Pakistan Tanners Association (*Combined Effluent Treatment Plant*), LOTTE Pakistan Ltd. (formerly ICI PTA Pakistan Ltd.), Engro Fertilizers Dahrki, Sindh, Engro Polymers Ltd., Fauji Fertilizers Mirpur Matherlo, Fauji Fertilizer Bin Qasim, Karachi, Dewan Sugar Mills Ltd, Procter & Gamble Pakistan, Clariant Pakistan, Irrigation & Power, Inland Fisheries Hyderabad, Ministry of Fisheries, Ministry of Forest (Mangroves Protection), WWF Pakistan, IUCN Pakistan, Hub Pak Salt Refinery Ltd., FOTCO, etc.

EDUCATION

Masters of Business Administration (Specialization in Marketing)

Graduation (Bachelors of Commerce)

Intermediate (Pre-Engineering) **BIEK, Karachi**

MATRIC (Science) Board of Secondary Education, Karachi

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2013

ISO 14001:2004 Environment Management System & Environment Protection Act, National Institute of Labour Administration Training (NILAT)

Fire Prevention and Control, Fire Emergency & Rescue Operations at National Institute of Labour Administration Trainings (NILAT)

2012

SA 8000:2008 & International Labour Standards at National Institute of Labour Administration Trainings (NILAT)

Civil Defence Specialist Instructor (Rescue Service) from 27/08/2012 to 28/09/2012

2011

Training Course on CAD & CAM using Pro-E Karachi Tools Dies Mould Technology Center

2010

Market Research on Light Engineering Products at CBI, The Netherlands with TDAP, Govt. of Pakistan, Karachi

HSE Management System
NED University of Engineering & Technology, Karachi

2009

Lean Six Sigma (Green Belt)
NED University of Engineering & Technology, Karachi

Project Management Professional (PMP) Course of 35 PDUs
Sir Syed University of Engineering & Technology, Karachi

2008

Double Wall Underground Petroleum Storage Tanks UL 1316 using centrifugal casting (XERXES USA Technology)
STP Malaysia Sdn Bhd., Kuala Lumpur

2007

Fiberglass Double Hull Unsinkable Boat Making Techniques
Marina Sea Craft, Marina Factory LLC, Sharjah UAE

Mud & Drilling Engineer Course
Department of Petroleum Technology, University of Karachi

C O U R S E S

2006

Corrosion & Pipeline Engineering Course
Department of Petroleum Technology, University of Karachi

2005

English Language Course
Area Study Center for Europe, University of Karachi

2002

Diploma in Computer Studies
Apprenticeship Training Center, Karachi

Installation Contractor Training Course for GLASTEEL TANKS as
Certificate No. G-1007 from Tank Solutions Australia

AutoCAD 2014 Karama Language & Computer Centre, Dubai



Training course on "**MONITORING & EVALUATION OF DEVELOPMENT PROJECTS**" by Akhtar Hameed Khan **National Centre for Rural Development (AHKNCRD)**, Establishment Division, Government of Pakistan. Park Road, Chak Shahzad, Islamabad.

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Language – Fluent in English, Urdu, Punjabi

Computer – Pro-Engineer, MS Project, MS Office , AutoCAD

Social Media Marketing– Facebook, Instagram, Twitter, LinkedIn

Management – Office Documentation, Administration, Basic Accounts, Project Management, Factory Management, Production

Teaching/Trainings – Fire Prevention & Rescue, Safety at Work, Management, Leadership, Supervision

Fiberglass/Composites – Open Mould (Hand Lay-up, Chopper Gun) Closed Mould (LRTM), Cold Press, Filament Winding, Tanks & Pipe Manufacturing, Alterations, Installations, Repairs

Professional Societies Memberships

- NACE International Membership No. 835611
- SAMPE ID No. 236765
- ACSS-Technical Society Australia Membership No. 5028619
American Society for Composites
- Society of Petroleum Engineers Member ID: 4182628
- World Wide Fund for Nature – Pakistan 4362-2008

